

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 01583 181411Z
ACTION NEA-10

INFO OCT-01 EB-08 ISO-00 /019 W
-----044258 191225Z /10

R 181219Z MAR 78
FM AMEMBASSY KUWAIT
TO AMEMBASSY ATHENS
USDOC WASHDC
INFO SECSTATE WASHDC 464

UNCLAS KUWAIT 1583

ATHENS FOR RTDO

COMMERCE FOR ITA/BED/CAGNE

DEPT. FOR NEA/ARP

E.O. 11652: N/A
TAGS: 11652: N/A
TAGS: BTIO, KU
SUBJECT: TRADE OPPORTUNITY: JOINT VENTURE/AGENCY
OPPORTUNITY FOR U.S. COMPUTER FIRMS

1. KUWAIT STATIONERY CO. LTD., ONE OF TWO LIMITED
LIABILITY COMPANIES OWNED AND OPERATED BY HOMOOD AL-ZAID
AL-KHALID, A LOCAL BUSINESSMAN WHO HAS SPECIALIZED IN
GRAPHICS, PRINTING, AND STATIONERY SUPPLIES, REQUESTED
EMBASSY ASSISTANCE IN ESTABLISHING CORRESPONDENCE WITH
AMERICAN MINI-COMPUTER AND SOFTWARE FIRMS CONCERNING A
POSSIBLE JOINT VENTURE AND/OR AGENCY RELATIONSHIP TO
EXPLOIT THE KUWAIT MARKET. FIRM ALLEGES THAT IT HAS
A GOOD CHANCE TO WIN A \$1.8 MILLION COMPUTER SERVICES
CONTRACT TO BE LET SHORTLY. FIRM IS INTERESTED IN HARDWARE
AND SOFTWARE WHICH ARE COMPATIBLE WITH IBM EQUIPMENT,
NOTABLY THE IBM 370.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 KUWAIT 01583 181411Z

2. A PERUSAL OF THE EMBASSY FILES ON HOMOOD AL-ZAID
AL-KHALID'S HOLDINGS REVEAL COMPANIES TO BE
RELATIVELY SMALL, OF MODERATE MEANS, AND NORMAL SALES.
FIRMS ARE NOT EXPERIENCED IN THE COMPUTER FIELD,
BUT THE OFFER DOES PROVIDE POSSIBILITY FOR INTERESTED
U.S. FIRMS TO PENETRATE GROWING KUWAITI MARKET.

3. INTERESTED U.S. FIRMS SHOULD CONTACT:

IZZEDIN ALLAF, DIRECTOR

KUWAIT STATIONERY CO.

P.O. BOX 2147

SAFAT, KUWAIT

TELEX: KSL 2961 KT

TELEPHONE: 413662

MAESTRONE

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978KUWAIT01583
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780121-1206
Format: TEL
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780352/aaaabrll.tel
Line Count: 70
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 2ea27cc4-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 02 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3283522
Secure: OPEN
Status: NATIVE
Subject: TRADE OPPORTUNITY: JOINT VENTURE/AGENCY OPPORTUNITY FOR U.S. COMPUTER FIRMS
TAGS: BTIO, KU
To: ATHENS COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/2ea27cc4-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014